

Surf ID 6

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(c) displaying a pictorial representation of the existing network framework and plurality of components of the existing network framework; and

(d) indicia coding the components of the existing network framework to which the products and services relate in order to sell at least one of products and services relating to the components of the existing network framework, wherein the at least one of products and services are necessary to implement the improvements.

Surf B

a 2

9. (Once Amended) A computer program embodied on a computer readable medium for effectively selling at least one of products and services comprising:

(a) a code segment that determines an existing network framework;

(b) a code segment that defines a plan which includes improvements to the existing network framework;

(c) a code segment that displays a pictorial representation of the existing network framework and a plurality of components of the existing network framework; and

(d) a code segment that indicia codes the components of the existing network framework to which the products and services relate in order to sell at least one of products and services relating to the components of the existing network framework, wherein the at least one of products and services are necessary to implement the improvements.

Surf B108

a 3

17. (Once Amended) A system for effectively selling at least one of products and services comprising:

(a) logic for determining an existing network framework;

(b) logic for defining a plan which includes improvements to the existing network framework;

(c) logic for displaying a pictorial representation of the existing network framework and a plurality of components of the existing network framework; and

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(d) logic for indicia coding the components of the existing network framework to which the products and services relate in order to sell at least one of products and services relating to the components of the existing network framework, wherein the at least one of products and services are necessary to implement the improvements.
